

Conklin
CRESCENT
FILLER
Fountain Pen

— your
customers
know the
Conklin
by the
Gold Crescent
Filler . . .

The Conklin Pen
Manufacturing Co.
TOLEDO, OHIO

BOSTON
Blake Bldg.

CHICAGO
Lytton Bldg.

SAN FRANCISCO
Phelan Bldg.

PICKING THE *Conklin* APART

IN a recent investigation we found this fact absolutely established:—*the public has confidence in the dealers' recommendation of the CONKLIN Crescent Filler Fountain Pen.*

Where dealers have recommended the CONKLIN because of its greater service and more intrinsic value, more satisfied customers have been made. You will secure larger sales and greater profits because the distinctiveness of the CONKLIN Crescent Filler in the hands of satisfied users will advertise you and your service.

The CONKLIN Crescent Filler. This filler, exclusive with CONKLIN, completely depresses the ink-sac its entire length at one time, and insures a full charge of ink. It has no springs, no levers, no hinges, no pumps; nothing to rust or get out of order. *Your customers will like the simplicity and lasting efficiency of the CONKLIN Crescent Filler.*

Greater Ink Capacity. Because of the simplicity of the Crescent Filler, a larger ink-sac is used. CONKLIN ink capacity—size for size—is from 3 to 17 drops greater than that of other standard pens. *Your customers will fill their CONKLINS less often and get longer writing service.*

Standardized Construction. CONKLIN parts are finished to an accuracy of two-thousandths of an inch. There are only 8 parts to the complete pen. They are fully interchangeable. Repairs can be made easier and quicker. *Your customers will appreciate this exclusive CONKLIN feature.*

Greater Value. Compare any other standard make of fountain pen—finish and workmanship—with a similar priced CONKLIN. The CONKLIN has a 14k solid gold hand tempered nib of greater weight. The Crescent Filler and Pocket Clip are made of rolled gold. *Your customer actually gets more for his money in a Conklin.*

High Grade Quality has characterized the CONKLIN Crescent Filler Fountain Pen for over twenty-years. Every CONKLIN is absolutely non-leakable wherever carried. *Your customers will favor this special feature.*

11

What Is Crescent Filling?

CRESCENT Filling is the strongest, simplest, most durable and most positive means of fountain pen self filling.

One finger pressure and the sac is deflated the entire length at one time, excluding all ink and air.

This operation automatically flushes and cleans the pen and ink channels, renewing the pen's efficiency at each filling.

Release the pressure and the sac expands, drawing in a full and larger charge of ink. The Crescent Filler is locked to prevent accidental discharge of ink.

These sectional views show the simplicity and ease of Crescent Filling.





No. 25C



No. 30C



No. 30C



No. 40C



No. 50C



No. 75C

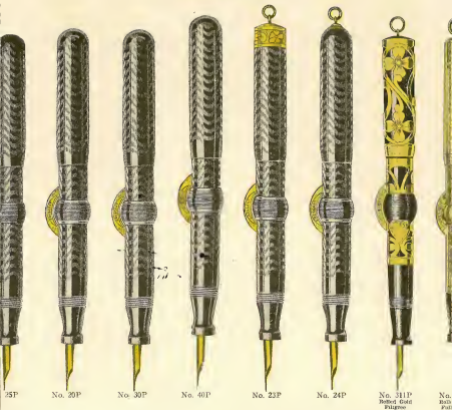
No.

Long Length, Regular		With $\frac{3}{4}$ -inch Band, Plain		With $\frac{3}{4}$ -inch Band, Plain or Engraved		Short
No. 20.....\$2.50	No. 40.....\$4.00	No. 21..\$3.00	No. 41..\$4.50	No. 22.....\$3.50	No. 42.....\$5.00	No. 201
No. 25..... 2.50	No. 50..... 5.00	No. 251.. 3.00	No. 51... 5.50	No. 32..... 4.00	No. 52..... 6.00	No. 25
No. 30..... 3.00	No. 75..... 7.50	No. 31.. 3.50	No. 751.. 8.00	No. 752 (plain only).....\$8.50		No. 301
Gold Pocket Clip, add.... .25		Gold Pocket Clip, add.... .25		Gold Pocket Clip, add..... .25		No. 401
						Gold P.

Conklin

CRESCENT
FILLER

Fountain Pen



Length, Regular	With 1/4-inch Band, Plain	With 1/2-inch Band, Plain or Engraved	Chatelaine Tip	Ring Tips	Ro
.....\$2.50	No. 21P.....\$3.00	No. 22P.....\$3.50	No. 23P.....\$3.50	No. 24P.....\$3.00	No. 31
.....2.50	No. 251P.....3.00	No. 32P.....4.00	No. 253P.....3.50	No. 254P.....3.00	No. 31
.....3.00	No. 31P.....3.50	No. 42P.....5.00	No. 33P.....4.00	No. 34P.....3.50	No. 31
.....4.00	No. 41P.....4.50	Gold Pocket Clip, add .25	No. 43P.....5.00	No. 44P.....4.50	Gold 1
cket Clip, add .25	Gold Pocket Clip, add .25				

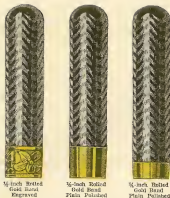


321P
d Gold
Cover

No. 321
Rolled Gold
Full Cover

No. 1430
Solid Gold
Full Cover

No. 311
Rolled Gold
Filigree



1/4-inch Rolled
Gold Band
Engraved

1/4-inch Rolled
Gold Band
Plain Polished

1/4-inch Rolled
Gold Band
Plain Polished

THE CONKLIN gold band not only adds a distinctive note of fashion to the pen but serves a real purpose of utility. The gold band placed at the extreme end of the cap eliminates cap splitting and insures a tighter grip when the cap is screwed on the barrel.

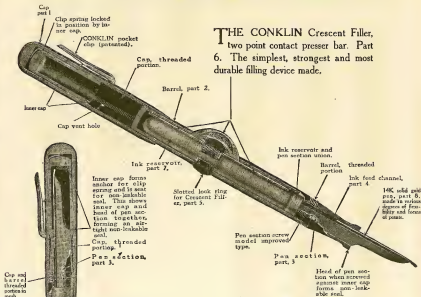
THE CONKLIN Patented Pocket Clip is a pen insurance. We recommend that all pens be equipped with Pocket Clips.

The CONKLIN Pocket Clip enables you with one hand to insert or remove the pen from the pocket. It absolutely will not tear or soil the cloth. The CONKLIN Pocket Clip is strongly made, simple in construction and is securely attached to the cap of the pen. Pens to be furnished with Pocket Clips should be indicated with the letter "C" following the number.



Rolled Gold Filigree IP Chatelaine \$10.00 l 10.00 Pocket Clip, add .25	Rolled Gold, Full Cover No. 321P \$12.50 No. 321 12.50 Parfetched in "Strain", "Eldon", "Chesterboard", "Wise" and "Engraved" Patterns	Solid Gold, Full Cover, Long and Short (Chatelaine) Lengths No. 1430-1 Plain \$75.00 No. 1430-3 Stripe & Circle \$82.50 No. 1430-2 Circle \$2.50 No. 1430-4 Diamond 77.50 No. 1430-5 Ribbon \$77.50 Solid Gold Pocket Clip, add \$2.50 For Short Length, Chatelaine Tip, Deduct \$2.50.
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Sectional Assembly *Conklin* Crescent Filler Fountain Pen



THE CONKLIN Crescent Filler, two point contact presser bar. Part 6. The simplest, strongest and most durable filling device made.

NINE DOZEN

3-25 C	\$ 7.50
3-25 P	7.50
27-20 C	67.50
12-20 P	30.00
15-30 C	45.00
3-30 P	9.00
10-40 C	30.00
6-50 C	30.00
4-75 C	36.00
6-21 P	18.00
2-21 C	6.00
4-22 C	14.00
2-22 P	7.00
3-32 C	12.00
5-23 P	17.50
3-24 P	9.00
	\$350.00
Less 40 and 8%	156.80

78 Pocket Clips at fifteen cents each	\$193.20
Cost to you	11.70
SELLING PRICE	\$350.00
78 Pocket Clips at 25 cents each	19.50
	\$369.50
Cost	204.90
PROFIT	\$164.60

TWELVE DOZEN

9-25 C	\$ 22.50
6-25 P	15.00
30-20 C	75.00
12-20 P	30.00
21-30 C	63.00
6-30 P	18.00
12-40 C	48.00
4-40 P	16.00
8-50 C	40.00
6-75 C	45.00
4-21 C	12.00
2-21 P	6.00
6-22 C	21.00
2-22 P	7.00
4-23 C	20.00
6-23 P	21.00
5-24 P	15.00
	\$474.50
Less 40 and 10%	218.27

101 Pocket Clips at 15 cents each	\$256.23
Cost to you	15.15
SELLING PRICE	\$474.50
101 Pocket Clips at 25 cents each	25.25
	\$499.75
Cost	271.58
PROFIT	\$228.37

Suggested Assortments

The following assortments have been carefully selected and can safely be relied on to fully cover the requirements of the average purchaser:

ONE DOZEN	
4-20 C.	\$10.00
2-20 P.	5.00
4-30 C.	12.00
2-40 C.	8.00

Less 40%..... 14.00

\$21.00

10 Pocket Clips
@ 15c each. 1.50

Cost to you.. \$22.50

SELLING PRICE
\$35.00

10 Pocket Clips
@ 25c each. 2.50

\$37.50

Cost 22.50

PROFIT ...\$15.00

TWO DOZEN	
2-25 C.	\$ 5.00
6-20 C.	15.00
3-20 P.	7.50
4-30 C.	12.00
2-40 C.	8.00
2-30 C.	10.00
1-22 C.	3.50
2-32 C.	8.00
2-23 P.	7.00

\$76.00

Less 40%..... 30.40

\$45.60

19 Pocket Clips
@ 15c each. 2.85

Cost to you.. \$48.45

SELLING PRICE
\$76.00

19 Pocket Clips
@ 25c each. 4.75

\$80.75

Cost 48.45

PROFIT ...\$32.30

FOUR DOZEN	
6-25 C.	\$ 15.00
10-20 C.	25.00
6-20 P.	15.00
7-30 C.	21.00
5-40 C.	20.00
4-50 C.	20.00
2-75 C.	15.00
2-22 C.	7.00
2-32 P.	8.00
2-23 P.	7.00
2-24 P.	6.00

\$159.00

Less 40 & 5% 68.37

\$90.63

36 Pocket Clips
@ 15c each. 5.40

Cost to you.. \$ 96.03

SELLING PRICE
\$159.00

36 Pocket Clips
@ 25c each. 9.00

\$168.00

Cost 96.03

PROFIT ..\$ 71.97

SIX DOZEN	
6-25 C.	\$ 10.00
3-25 P.	7.50
20-20 C.	50.00
6-20 P.	15.00
5-30 C.	15.00
3-30 P.	9.00
5-40 C.	20.00
4-50 C.	20.00
3-75 C.	22.50
4-22 C.	14.00
3-22 P.	10.50
3-32 C.	12.00
3-32 P.	12.00
3-23 P.	10.50
3-24 P.	9.00

\$237.00

Less 40 & 8% 106.18

\$130.82

48 Pocket Clips
@ 15c each. 7.20

\$138.02

SELLING PRICE
\$237.00

48 Pocket Clips
@ 25c each. 12.00

\$249.00

Cost 138.02

PROFIT ...\$110.98

NOTE
P signifies pocket length.
C signifies regular length with clip.

Adv. 4.

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